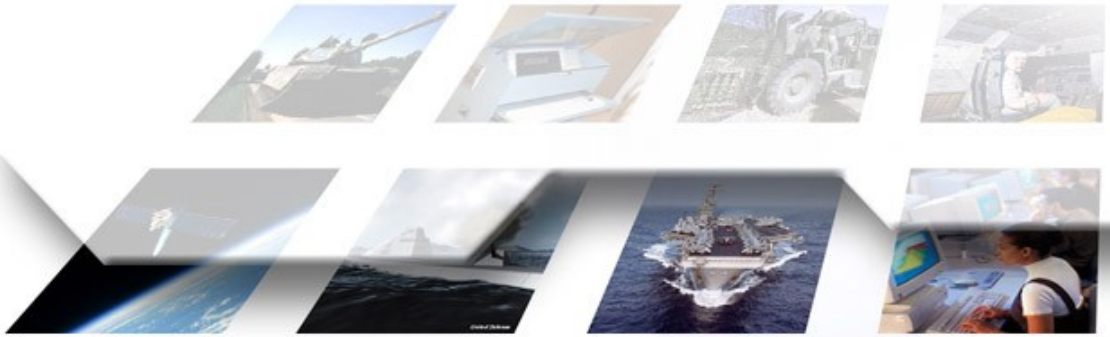
SeaPort Enhanced

SPAWARSYSCEN, Charleston
Industry Day
Large Business Perspective



Anteon Corporation

March 15, 2005

Anteon Corporation

- **Leading full-service provider of technology and professional support services to the U.S. Government**
  - More than 1,000 customers
- **Founded in 1976; IPO in 2002 (NYSE: ANT)**
- **Headquarters in Fairfax, Virginia**
  - More than 100 offices worldwide
  - 8,600 “Team” Anteon employees

Anteon Corporation

- **Three strategic business units**
  - **Systems Engineering Group (SEG)**
  - **Technology Solutions Group (TSG)**
  - **Information Systems Group (ISG)**

- **Customer Focus Areas**
  - **Global Intelligence Systems**
  - **Weapons Systems Modernization**
  - **Logistics Modernization**
  - **Missile Defense**
  - **Secure Identification and Access Controls**
  - **Training and Simulation**
  - **Emergency Response Services**

Consistent Performance

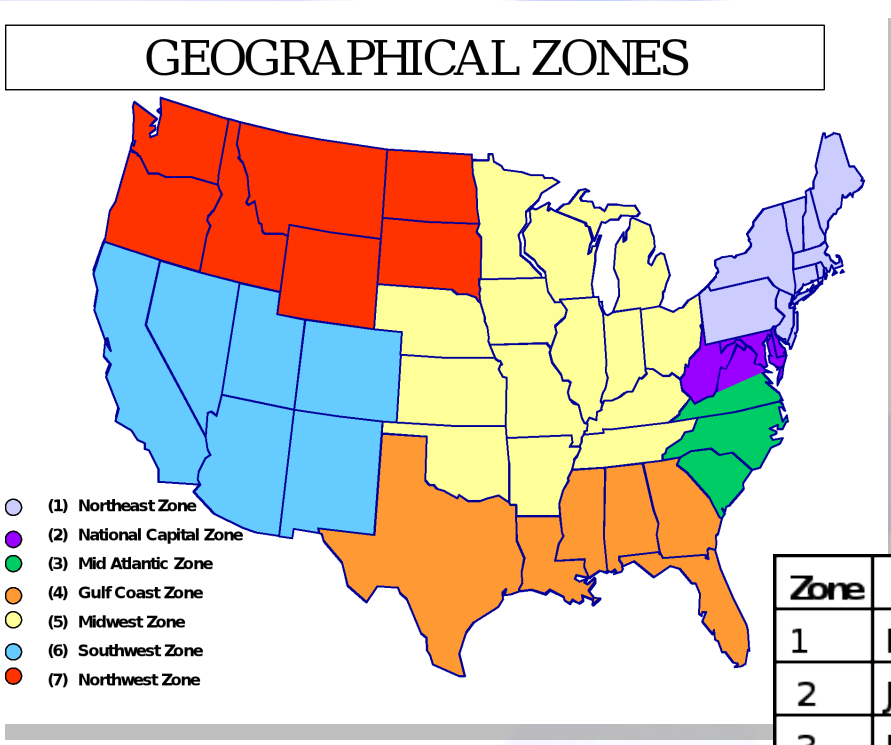
- Outstanding track record of growth and operating performance
- Strong revenue growth:1996 to 2004 compound annual growth rate in excess of 25%
- 2004 revenue: ~ $1.3 billion
  - DOD - 92%
  - U.S. Navy – 50%
- Excellent backlog: ~$6.0 billion

- Web Site - www.anteon.com

SEG's SeaPort Management Team

- Mike O'Driscoll, Senior VP SEG Surface Warfare
- Jim Sullivan, Senior VP Business Operations
- Dennis Medlock, Director of Contracts
- Sara Ansari, Program Coordinator
- Aaron McMahon, Pricing

Anteon Zone Managers by Zone



Zone	Name	Email	SBU	Phone
1	Larry Walters	LWalters@Anteon.com	SEG	401-849-5952
2	Joe Daniel	JDaniel@anteon.com	SEG	540-663-1112
3	Manny Lovgren	MLovgren@anteon.com	TSG	757-424-6311
4	Vicky Perkins	VPerkins@anteon.com	TSG	850-235-2424
5	Jim Huffman	JHuffman@anteon.com	ISG	937 254-7950
6	Mr. Jim Nichol	JNichol@anteon.com	TSG	805-483-9373
7	Ed Moore	EMoore@anteon.com	TSG	619-881-2753

Anteon Team Members

- **131 team members and growing**
  - 99 Small Businesses
  - 31 Large Businesses
  - 1 Non Profit
- **Additional Team Members?**
  - Additional Team Member Request Form
  - Located at:
    - www.SeaPort.navy.mil/main/sell/team_member_request.html

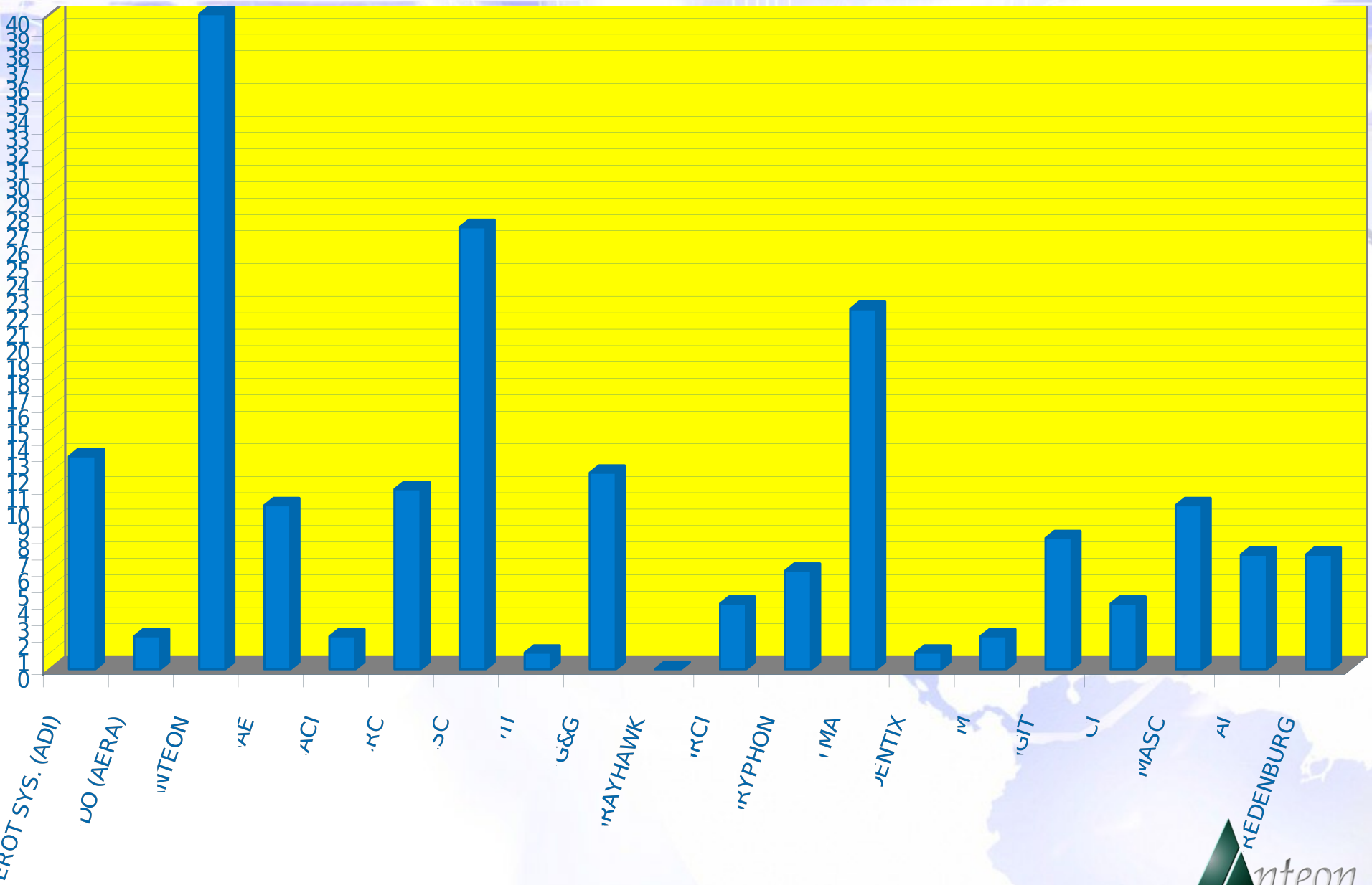
Small Business Requirements

- **Our SeaPort-e Contract includes a 20% (Total $) subcontract requirement for large businesses to small business subcontractors**
- **Our SeaPort 1Contract Subcontract Plan includes a commitment to subcontract 30% of subcontract $ to small businesses**
- **Preference for current team members and strategic partners**
- **SB Source Lists- DOD, GSA, SBA, Pro-Net, HBCU/MI, Anteon Vendor Library**
- **SB Criteria**
  - Size, qualified staff, customer knowledge, supplementary skills, stability, sound business practices, and ethics

SeaPort 1 Anteon Bids

	Prime	Sub	Total
Bid Prep	1		1
Gov’t Eval	1		1
Won	29	11	40
Lost	47	2	49
Bid	78	13	91

SeaPort Team Wins



Anteon SeaPort-e Bids

Zone	1	2	3	4	5	6	7	Total
Review		3		3		1		7
No Bid	25	29	12	35	2	19	12	134
Bid	4	12	1	20		5		43
Bid Preparation	2			2				4
Gov't Eval	1	6		1		3		11
Won	1	2	1	14		1		19
Lost	1	4		3				8

184 Solicitations rel

SeaPort History

- **SeaPort for NAVSEA/PEO Procurements**
  - **Anteon Contract No. N00024-01-D-7013 – April 2001**
  - **All Bidders won**
  - **21 prime contracts**
- **SeaPort Enhanced (for NSWC/NUWC) Procurements**
  - **Anteon Contract No. N00167-04-D-4012 all zones – April 2004**
  - **Zone concept in support of Product Area Directors**
  - **All bidders won**
  - **146 prime contracts**
    - **98 Small, 47 large, 1 not-for-profit**

SeaPort-e Evolving

- Original SeaPort Enhanced Contract provides for technical and programmatic support services to NSWC and NUWC
- Rolling admission for new contractors
- Virtual SYSCOM Concept – January 2005
- Evolving to include NAVAIR, NAVSUP, SPAWAR, SPAWARSYSCEN, MARCORPS, SSP, MSC, and NAVSEA HQ/PEOs
- Proposal to transition all SeaPort 1 contractors to SeaPort-e ~ May 2005

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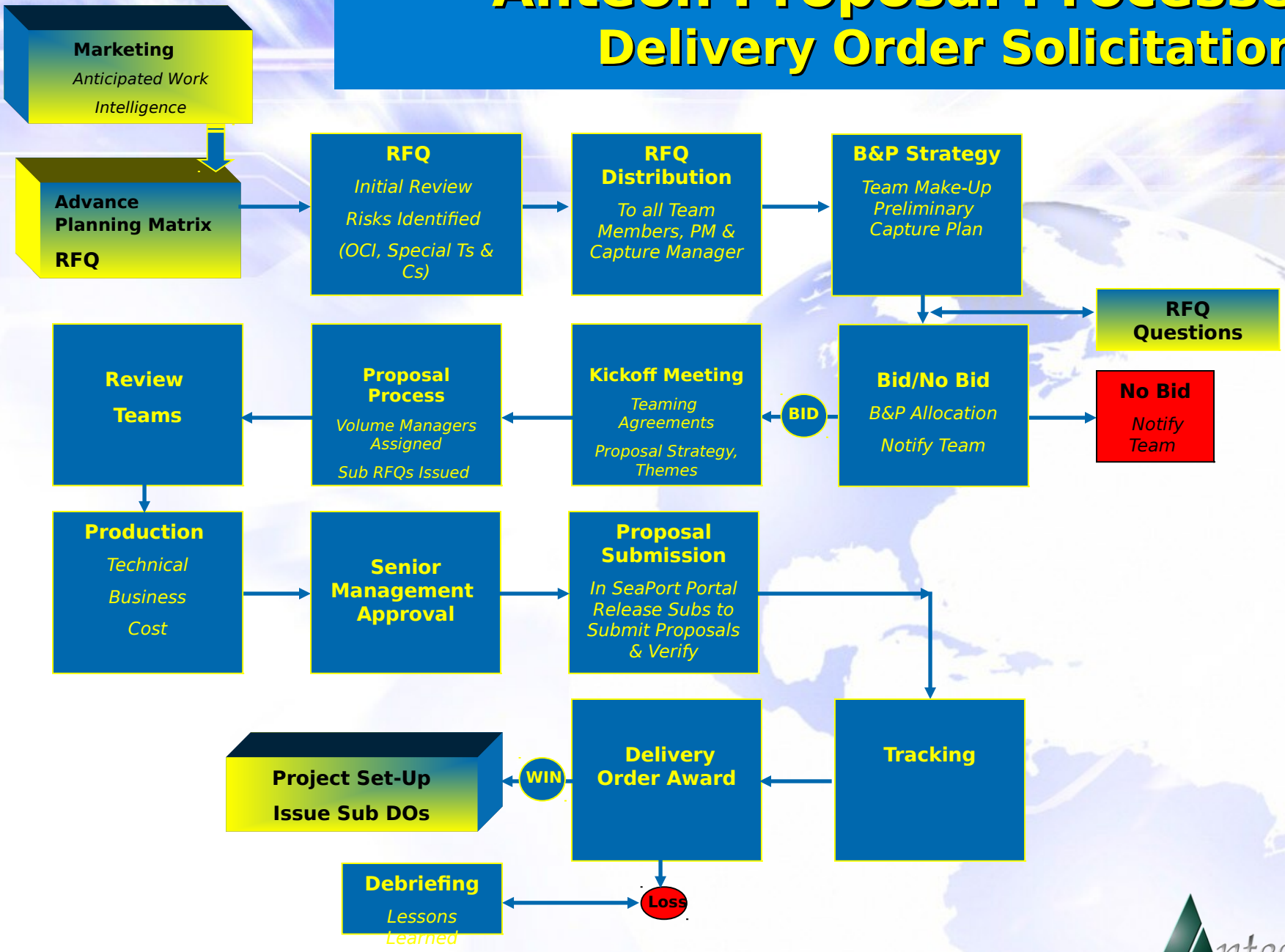
Advantages of SeaPort-e

- IDIQ contract containing basic terms and conditions
- All Procuring Contracting Officers from NAVSEA and field activities authorized to place orders
- Significantly shortened acquisition cycle for PSS -now expressed in days rather than months/years
- SeaPort Portal
  - Events/RFPs/Submission/Awards/Advance Planning Matrix/TOPE/Deficiency Reports

Advantages of SeaPort-e (cont'd)

- **Proposal process simplified**
  - Technical Proposal – 25-30 pages
  - Past Performance – 1 page each
  - Resumes- Usually 1-2 page each
  - Cost Proposal - templates
- **Advanced Planning Matrix**
  - Provides notional RFP release dates, proposal due dates, and anticipated award dates

Anteon Proposal Processes
Delivery Order Solicitations



Typical 30-day SeaPort Response Schedule

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				Day 1	Day 2	Day 3
	Pre- Solicitation Conference			Final RFP Released	Proposal Planning	
Day 4	Day 5	Day 6	Day 7	Day 8	Day 9	Day 10
	Cost Strategy Meeting	Team Kick-off Develop Proposal Draft	Develop Proposal Draft Send out RFQs	Develop Proposal Draft	Blue Team @1300	
Day 11	Day 12	Day 13	Day 14	Day 15	Day 16	Day 17
	First Draft of sections due from Authors	Questions due to Govt.	Develop Proposal Draft	Develop Proposal Draft	Cost Inputs due to Prime Submit all section to PM for pre-RT review	
Day 18	Day 19	Day 20	Day 21	Day 22	Day 23	Day 24
	Red Team Prep	Red Team RT Debrief @1500	Red Team Revisions Initial Cost review	Red Team Revisions	Final Cost Review Revise as Required	
Day 25	Day 26	Day 27	Day 28			
	Revise as Required	Final Production	Upload to SeaPort web Proposal Due @1300			

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Issues/Considerations

- **Use of SeaPort-e**
  - Mandatory?
  - Investment in other vehicles by both industry and Navy
  - Case-by-case consideration
- **Pricing**
  - Anteon SeaPort-e bid based specifically on providing services to Navy Warfare Centers
  - Wider use of SeaPort-e problematic for industry
  - Consider adjustment of “profitability factors” in view of wider customer base and potential use by other corporate entities
    - Pass-through
    - Guaranteed savings
    - Volume discount

Issues/Considerations (cont.)

- **Consistency in application of terms and conditions**
  - Example- Guaranteed Savings =5.1% + 3.9% esc = 8%/yr

    8% compounded over 4 years = 28% reduction
  - SCA –Wage Rate Determinations
- **Curtailment of Existing Delivery Orders, “Firm” Options, Award Term Options?**
- **Cascading Small Business Set-asides**
- **Cap on Pass-through**

Recommendations

- **Invoke Guaranteed Savings Clause at Delivery-Order Level and only where savings could conceivably result from the learning curve, innovation, etc.**
- **Wider use of CPAF-type contracts to provide additional incentive**
- **Issuance of advance or draft RFPs to determine if Small Business Set-asides are appropriate**
- **“Open season” for addition of new team members**

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Recommendations (Cont'd)

- **Adjustment of Volume Discount based on expansion of user community**
- **Include SCA requirement and Wage Rate Determinations at Delivery-Order level if applicable**
- **Eliminate caps on pass-through to encourage subcontracting and rely on competition to keep this factor within bounds**

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